

Message Text

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PAGE 01 DHAHRA 00445 041118Z
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FM AMCONSUL DHAHRAN
TO SECSTATE WASHDC 6143

UNCLAS DHAHRAN 0445

E.O. 11652: N/A
TAGS: BGEN, SA
SUBJECT: PRE-QUALIFICATION OF SAUDI CONTRACTING FIRM

TO. MR. DONALD W. MURPHY
CHIEF CONTRACT BRANCH
P & S DIVISION
DEPARTMENT OF THE ARMY
MIDDLE EAST DIVISION (REAR)
CORPS OF ENGINEERS
P.O. BOX 2250
WINCHESTER, VIRGINIA 22601

1. WE HAVE FORWARDED TO YOU TODAY A LETTER ADDRESSED TO
YOU ON MARCH 21 BY SALEM HAZZA, MANAGING DIRECTOR OF A
LEADING LOCAL CONTRACTING FIRM, NASSIR HAZZA & BROTHERS.
BECAUSE THE LETTER HAS ALREADY BEEN DELAYED IN THE
SAUDI MAIL SYSTEM, AND BECAUSE IT MAY BE DELAYED AGAIN
BETWEEN OUR OFFICE AND YOURS, WE ARE CABLING THE TEXT TO
YOU IN CASE PROMPT ACTION IS REQUIRED:

"DEAR SIR:

"WE ACKNOWLEDGE RECEIPT OF YOUR LETTER DATED 16TH
FEBRUARY 1978 REGARDING RFP DACA 78-78-R-0006, CONSTRUCTION
OF SCHOOLS IN SAUDI ARABIA, AND ARE COMPLETELY AT A LOSS
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TO UNDERSTAND HOW YOUR PREQUALIFICATION BOARD ARRIVED
AT THE DECISION NOT TO QUALIFY OUR COMPANY TO BID ON
THESE PROJECTS.

"AS THE LEADING CIVIL ENGINEERING CONTRACTOR IN THE
EASTERN PROVINCE OF SAUDI ARABIA UNDERTAKING SINGLE
PROJECTS IN THE FINANCIAL RANGE OF \$500 MILLION AND WITH

EXPERIENCE OF THE COMPLETE CONSTRUCTION OF A MILITARY FACTORY, THE COMPLETE CONSTRUCTION OF A CEMENT FACTORY, THE BUILDING OF 4 TELEPHONE EXCHANGES AND THE BUILDING OF TWO 10 STORY APARTMENT BLOCKS, YOUR DECISION NOT QUALIFY US IS EVEN MORE DIFFICULT TO UNDERSTAND.

"ALTHOUGH YOU, OF COURSE, RETAIN THE RIGHT TO QUALIFY THOSE WHOM YOU WISH TO QUALIFY, IT SEEMS RATHER ARBITRARY FOR THIS DECISION TO BE MADE BY A COMMITTEE WITHOUT ANY SINGLE MEMBER OF THE CORPS OF ENGINEERS HAVING VISITED OURSELVES TO ASCERTAIN OUR COMPETENCE.

"WE ARE A WHOLLY OWNED SAUDI ARABIAN COMPANY AND WE AWAIT WITH INTEREST THE AWARD OF THIS CONTRACT TO SEE WHICH COMPANY IS 'SUCCESSFUL' IN THAT AWARD.

YOURS FAITHFULLY
NASSIR HAZZA & BROS.
(SIGNED)
SALEM HAZZA
MANAGING DIRECTOR"

2. MR. HAZZA STATES THAT HE HAS ASKED US TO FORWARD THE LETTER TO YOU BECAUSE HE KNOWS THAT THIS CONSULATE HAS PREPARED A NUMBER OF CREDITY AND OPERATING REPORTS ON HIS COMPANY IN RECENT YEARS. HE IS UPSET BY THE CORPS
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OF ENGINEERS' DISQUALIFICATION DECISION IN VIEW OF THE FACT THAT THE SAUDI GOVERNMENT CONTRACTOR'S CLASSIFICATION COMMITTEE HAS RATED HIS FIRM IN ITS HIGHEST CATEGORY AND BECAUSE NO REPRESENTATIVE OF THE CORPS HAS VISITED HIS FIRM TO ASSESS ITS ABILITIES.

3. WHILE NOT WISHING TO INFLUENCE YOUR DECISION CONCERNING MR. HAZZA'S REQUEST, WE WOULD LIKE YOU TO KNOW THAT YOU MAY REQUEST FROM THE U.S. DEPARTMENT OF COMMERCE IN WASHINGTON A "WORLD TRADE DIRECTORY REPORT" ON NASSIR HAZZA & BROS. FIRM PREPARED BY THIS POST AND FORWARDED BY OUR TELEGRAM NO 0927 DATED AUGUST 7, 1977. THE REPORT DESCRIBES THE HAZZA FIRM AS ONE OF THE LARGER GENERAL CONSTRUCTION CONTRACTORS IN THE EASTERN PROVINCE OF SAUDI ARABIA, AS HAVING AN EXCELLENT REPUTATION, AS VERY SUCCESSFULLY AND PROFITABLY MANAGED, AND AS HIGHLY RECOMMENDED FOR BUSINESS RELATIONSHIPS WITH INTERESTED U.S. FIRMS. THE COMPANY NOW HAS 3,250 PERMANENT EMPLOYEES AND A MULTI-MILLION DOLLAR FLEET OF U.S. CONSTRUCTION, EARTH MOVING AND HAULING EQUIPMENT.

4. HAZZA STATES THAT ADDITIONAL RECOMMENDATIONS

CONCERNING THE CAPABILITY OF HIS FIRM CAN BE OBTAINED
FROM:

A. THE SAUDI MINISTER OF DEFENSE AND AVIATION,
PRINCE SULTAN BIN ABDUL AZIZ

B. ARAMCO VICE CHAIRMAN R.W. POWERS

C. ARAMCO FORMER CHAIRMAN FRANK JUNGERS

D. ARAMCO CONTRACTOR DEPARTMENT

5. PLEASE LET US KNOW IF WE CAN BE OF FURTHER ASSISTANCE
IN THIS MATTER.
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AMERICAN CONSULATE GENERAL
DHAHRAN, SAUDI ARABIA.
BUSHNELL

NOTE BY OC/T: PASSED ABOVE ADDRESSEE.

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